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LENDER NEWS

A Publication of the Des Moines District Office and Cedar Rapids Branch Office

December, 2004

From the Deputy District Director's Desk

It's "Transition" Time - Final Thoughts From John Langin

Dear Lender,

According to the edition of Webster's Dictionary that sits on my desk, the word "transition" is defined as "passage from one state, stage, subject or place to another," which is precisely what I have in mind. Transitioning is just a polite way of saying that I am retiring! This column is usually taken by the District Director to convey the latest happenings at SBA. Joe Folsom has graciously permitted me to use this space to say "goodbye."

Hopefully the "next stage" (no, it's not the Wells Fargo stage) in my life will be as enjoyable and fulfilling as these past 15 plus years have been. It has been a definite joy to have worked with the staff in the Des Moines office, and in the past year with the Cedar Rapids staff. The lenders in Iowa are indeed fortunate to have such dedication to assist them in providing financial assistance to small businesses around the state.

The Iowa bankers have been a real joy for me to work with too, perhaps because I was one of them for over 20 years before starting my career with the federal government. You have always welcomed me into your banks and listened attentively to my pitch regarding the benefits of SBA lending. In particular, I really enjoyed processing loans for the banks in northwest Iowa, which was my original SBA territory in the early and mid-nineties.

As I have traveled throughout most of northwest Iowa, and around the state, the results of your efforts to assist small businesses in your communities are very visible. The beneficiaries of these efforts have run the gamut from golf courses and hog confinement facilities to gift shops and grocery stores. KUDOS to Iowa banks!

Another real joy has been working with our Certified Development Companies who are responsible for the 504 loan program for

SBA. Thanks to their hard work and dedication, and the participant lenders, the program has played an ever increasing role in the financing of fixed assets in our state.

Additionally, it has been great to work with our resource partners, the SCORE chapters, especially Vista Chapter in Storm Lake, the SBDC offices around the state and the SBDC Advisory Board.

SBA has also been in "transition" in recent years as we endeavor to become more user-friendly for lenders and borrowers. *"This is not your father's SBA!"* With the advent of LowDoc and more recently, SBAExpress, lenders have the ability to increase their government guaranteed loan portfolio with little additional effort. I encourage every lender to sign up for SBAExpress if you have not already done so.

While I will be "transitioning" from this place to another, please be assured that the Des Moines and Cedar Rapids staff will remain steadfast in their efforts to assist small businesses in Iowa.

Thank you for your many kindnesses, support and friendship. Merry Christmas and a prosperous and peaceful New Year!

Sincerely,

John R. Langin
Deputy District Director

On behalf of the SBA staff in Iowa, I'd like to thank John for his valuable service to SBA over the last 15 years. His experience, knowledge and counsel will be missed, but his contributions to this Agency and to the small business community will be appreciated for many years to come. Enjoy your retirement John! - Joe Folsom

INFORMATION

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Fresno Servicing Center

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Liquidation & Purchase Center

Herndon, VA
(703) 487-9283
(202) 481-4674 FAX

PLP Processing Center

Sacramento, CA
(916) 930-2463 or 930-2460
(916) 930-2160 FAX

YOU'RE INVITED!

Please join us as we say good-bye to John Langin.

A retirement reception for John will be held from 1:30-3:30 on Wednesday, December 29th in Room 577 of the Federal Building, 210 Walnut, in Des Moines.

We hope to see you there!

Deputy District Director John Langin Retires

John Langin, Deputy Director of the U.S. SBA's Des Moines District Office, has announced his retirement after 15 years of service with the agency.

Langin first joined SBA in 1989 as a loan officer, where he had the responsibility for processing and servicing loans made to small businesses. Before coming to SBA, Langin was with FDIC, where he was manager of the real estate and other assets departments in the agency's liquidation division. His past experience also includes over 25 years in banking, with positions ranging from loan servicing, loan officer, vice president and office manager.

He was named Deputy Director of the SBA's Des Moines office in March of 2000. He also served as the Acting Director from December of 2002 until May of 2004.

As Deputy District Director, Langin helped oversee the Des Moines District Office in its mission to help Iowans get into business and to stay in business by providing financial, management, and technical assistance through SBA's many programs and services.

In the last five years, alone, the Des Moines District Office has approved 1,959 loans for \$355.9 million and has helped provide small business workshops, counseling, advice, and other management and technical assistance to thousands of Iowans.

Langin was born in Sioux Falls, SD but has been a life-long resident of the Des Moines area. He and his wife Sandy live in Urbandale and have 4 grown children.

USDA Rural Development Announces Renewable Energy Grant Program

Rural Small Businesses are Eligible

USDA Rural Development has recently announced the availability of grant funds ranging from \$2,500 to \$500,000 for renewable energy programs.

The Renewable Energy Systems and Energy Efficiency Improvements program was created as part of the 2002 Farm Bill to assist farmers, ranchers and *rural small businesses* develop renewable energy systems and make energy efficiency improvements to their operations. To date, the Bush Administration has committed nearly \$45 million in grant assistance to farmers, ranchers and rural businesses.

Please contact your local USDA Rural Development office for more information on how this program may be beneficial to your customers.

SBA Lender Activity Report for November

LENDER NAME	LOCATION	#	AMOUNT
Hedrick Savings Bank	Ottumwa	5	\$495,000
First American Bank	Ft. Dodge	4	\$3,921,000
Iowa Business Growth Co.	Johnston	3	\$674,000
Wells Fargo Bank	Iowa	3	\$130,000
West Bank	West DSM	3	\$300,000
Bank of America	Iowa	2	\$35,000
Capital One	Virginia	2	\$75,000
Community National Bank	Waterloo	2	\$135,000
Corp. for Econ. Development	Des Moines	2	\$250,000
Elgin State Bank	Elgin	2	\$526,500
First National Bank	Ames	2	\$450,000
Hills Bank and Trust Company	Hills	2	\$580,000
Northwest Bank & Trust Co.	Davenport	2	\$100,000
Northwoods State Bank	Mason City	2	\$95,300
Ames Community Bank	Ames	1	\$200,000
Bridge Community Bank	Mount Vernon	1	\$125,000
Central Valley Bank	Ottumwa	1	\$125,000
Community Bank	Ute	1	\$55,000
Community Savings Bank	Robins	1	\$50,000
Community State Bank	Indianola	1	\$63,000
DeWitt Bank & Trust Company	DeWitt	1	\$25,000
DuTrac Community Credit Union	Dubuque	1	\$50,000
First Bank	Johnston	1	\$1,000,000

LENDER NAME	LOCATION	#	AMOUNT
First Central State Bank	DeWitt	1	\$31,000
First Federal Bank	Sioux City	1	\$500,000
Ft. Des Moines Community Bank	Des Moines	1	\$115,000
Gateway State Bank	Clinton	1	\$456,000
Great River Bank & Trust	Davenport	1	\$25,000
Heritage Bank	Holstein	1	\$21,500
Horizon Federal Savings Bank	Oskaloosa	1	\$64,000
Innovative Bank	Oakland	1	\$10,000
Iowa Bank	Bellevue	1	\$18,000
Iowa Nebraska State Bank	S. Sioux City	1	\$55,000
Iowa State Bank	Wapello	1	\$35,000
John Deere Community CU	Waterloo	1	\$134,900
Liberty National Bank	Sioux City	1	\$135,000
MidWestOne Bank & Trust	Waterloo	1	\$650,000
NW Federal Savings Bank	Spencer	1	\$207,500
Pilot Grove Savings Bank	Pilot Grove	1	\$45,000
Prime Bank	LeMars	1	\$75,000
Randolph State Bank	Randolph	1	\$717,000
Siouxland Econ. Dev. Corp.	Sioux City	1	\$316,000
Titonka Savings Bank	Titonka	1	\$75,000
U.S. Bank	Iowa	1	\$20,000
United Bank & Trust	Marshalltown	1	\$58,000
Wachovia SBA Lending, Inc.	California	1	\$510,000

The following lenders in Iowa were participant lenders in the SBA's 504 loan program during the month of November

LENDER NAME	LOCATION	#	AMOUNT
United Bank of Iowa	Denison	1	\$531,250
Peoples National Bank	Council Bluffs	1	\$268,400
Peoples Trust and Savings Bank	Adel	2	\$300,000

LENDER NAME	LOCATION	#	AMOUNT
Peoples Bank & Trust	Rock Valley	1	\$507,500
Bridge Community Bank	Mt. Vernon	1	\$125,000